



U.S. Trade and Development Agency

USTDA-Sponsored Events  
and Conferences Report

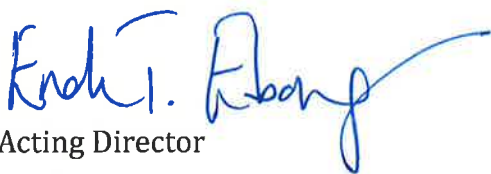
**Fiscal Year 2016**

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## MESSAGE FROM THE ACTING DIRECTOR

It is my pleasure to provide the U.S. Trade and Development Agency's report of the events and conferences sponsored by the Agency in Fiscal Year 2016.

A handwritten signature in blue ink, reading "Kenneth I. Abang". The signature is fluid and cursive, with a long horizontal stroke extending from the end of the name.

Acting Director

U.S. Trade and Development Agency

## U.S. Trade and Development Agency-Sponsored Events and Conferences in Fiscal Year 2016

### Introduction

In response to the Office of Management and Budget's (OMB) *Memorandum on Promoting Efficient Spending to Support Agency Operations (M-12-12)*, the U.S. Trade and Development Agency (USTDA) is pleased to provide this report on USTDA-sponsored conferences and events for Fiscal Year (FY) 2016.

USTDA's mission is to help companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA uses two approaches to fulfill its mission. The first is project preparation through the funding of U.S.-led feasibility studies, pilot projects, and technical assistance to link foreign project sponsors with U.S. businesses at the critical early stage when technology options and project requirements are being defined. The second approach, and the subject of this report, is through partnership building activities that are designed to connect buyers from developing and middle-income countries with U.S. manufacturers and service providers in order to open new export markets and commercial opportunities around the world for American companies.

The partnership building activities and events include:

1. **Reverse Trade Missions (RTMs)** - RTMs bring foreign buyers to the United States, pending an upcoming procurement, in order to observe the design, manufacture, demonstration, and operation of U.S. products and services that can help them achieve their development goals. These strategically planned missions also present excellent opportunities for U.S. businesses to establish or enhance relationships with prospective overseas customers.
2. **Conferences and Workshops** - USTDA organizes conferences and workshops to connect U.S. firms with foreign project sponsors. These sector- or region-specific events are designed to showcase U.S. goods, services, and technology to foreign buyers. U.S. firms also have the opportunity to meet one-on-one with overseas project sponsors. These events also provide U.S. companies with an understanding of U.S. government programs and the role they can play in supporting increased exports, from advocacy support to export financing options.
3. **Training** - In support of U.S. businesses, USTDA provides training for foreign decision makers to support the export of U.S. equipment and services. Training can take place in either the United States or host country and it typically focuses on technology or regulatory requirements in order to give project sponsors a better understanding of U.S. capabilities and expertise related to a procurement opportunity.

USTDA's program creates a win-win scenario by promoting U.S. exports to advance economic growth in developing and middle-income countries. Given its unique role, USTDA is perfectly positioned to support U.S. businesses interested in entering or expanding their presence in developing and middle-income countries.

USTDA is fully committed to supporting U.S. jobs and helping U.S. businesses enter new overseas markets. The Agency looks forward to continuing its successful collaboration with its many partners spanning federal, state, and local governments, the U.S. business community, and overseas stakeholders to promote U.S. exports that meet the development needs of low and middle-income countries.

### Fiscal Stewardship

All USTDA conferences and events, regardless of cost, are approved at the highest levels of senior management, including the Director of the Agency. In addition, the Agency has instituted a multi-level review of conference and event budgets to ensure that they are appropriate and that U.S. government funds are spent in an efficient and effective manner. Subsequent to development of a conference or event budget by program staff, it is reviewed by the Agency's Regional Director for the relevant region and by one of the Agency's Assistant General Counsels prior to presentation and further examination by the Agency's Executive Team.

As part of our fiscal stewardship, every aspect of the planning, logistics, and implementation of a conference or event is carefully scrutinized and monitored to ensure all monies are spent in the most cost-effective and efficient manner. Pursuant to Federal Acquisition Regulation procedures, USTDA competitively selects an outside contractor to manage conference logistics. USTDA pays for a portion of the conference costs by reimbursing the contractor for actual expenses incurred, such as lodging for the delegates, international and domestic airfare, land transportation, meals associated with the event, and interpretation services, if required. This approach allows USTDA to incur only actual conference costs rather than guaranteeing the contractor a fixed payment for the entire cost of the conference. Furthermore, if there are any gate receipts or sponsorships, these funds are used to offset USTDA's costs. These measures help to ensure that Agency funds are spent in the most cost-effective manner.

In FY 2016, USTDA supported 33 reverse trade missions, conferences, and workshops, paying a total of \$6,786,902 in event expenses. Detailed descriptions of these events, organized chronologically, may be found in this report.

## Key Details of FY 2016 Events & Conferences

### **China 2015 Healthcare Executive Leadership Training Program - Reverse Trade Mission**

*Dates:* September 27 – October 16, 2015

*Location:* Pittsburgh, PA; Chicago, IL

*Event expenses paid through FY 2016:* \$356,573.50

*Final cost of event will not exceed:* \$381,588.50

*No. of delegates whose event expenses were paid by USTDA:* 23

*No. of USTDA employees whose event expenses were paid by USTDA:* 1

*No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA:* 1

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA:* 6

In September and October 2015, USTDA hosted a delegation of 23 officials from China, including representatives from the Ministry of Health and administrators of urban and provincial health systems and hospitals. The objectives of the visit were to advance U.S. technology and healthcare solutions as China invests in improving its healthcare coordination and management.

### **China Air Quality Management Reverse Trade Mission**

*Dates:* October 11-23, 2015

*Location:* Raleigh, NC; San Francisco, CA

*Event expenses paid through FY 2016:* \$258,486.60

*Final cost of event will not exceed:* \$279,603.60

*No. of delegates whose event expenses were paid by USTDA:* 11

*No. of USTDA employees whose event expenses were paid by USTDA:* 1

*No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA:* 1

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA:* 4

USTDA hosted an RTM that familiarized 11 delegates from China's Jiangsu Environmental Protection Bureau with U.S. practices and technologies in the area of air quality management and pollution control. The RTM introduced U.S. technologies and solutions that can assist China's efforts to identify solutions for air pollution reduction and air quality management.

### **Procurement Assistance Program for Ethiopia - Workshop**

*Dates:* October 13-15, 2015

*Location:* Addis Ababa, Ethiopia

*Event expenses paid through FY 2016:* \$202,548.00

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*Final cost of event will not exceed: \$260,101.00*

*No. of participants and speakers whose event expenses were paid by USTDA: 5*

*No. of participants whose meal expenses were paid by USTDA: 66*

*No. of USTDA employees whose event expenses were paid by USTDA: 2*

*No. of Contractor personnel (including interpreters) whose event expenses were paid by USTDA: 4*

USTDA provided Ethiopian government officials with access to world-class procurement experts, including leaders from the George Washington University's Government Procurement Law Program and technical specialists in life cycle cost analysis, through a three-day workshop on Obtaining Value in Public Procurement. The goal of the Global Procurement Initiative (GPI) is to provide partner countries with the support they need to structure sound infrastructure tenders that can foster sustainable economic growth and level the playing field for high-quality infrastructure investments.

### **Romania Cyber Security Reverse Trade Mission**

*Dates: October 31 - November 7, 2015*

*Location: Washington, D.C.*

*Event expenses paid through FY 2016: \$119,187.30*

*Final cost of event will not exceed: \$143,270.30*

*No. of delegates whose event expenses were paid by USTDA: 9*

*No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1*

USTDA hosted a delegation of Romanian government officials and private sector representatives to connect them with the latest U.S. services and equipment in the cyber security industry. The visit familiarized the delegation with technologies and best practices for the identification, assessment, and management of cyber risks that may affect government activities and critical infrastructure in Romania.

### **China Smart Grid Technologies Reverse Trade Mission**

*Dates: November 1-14, 2015*

*Location: Washington, D.C.; Philadelphia, PA; San Francisco, CA*

*Event expenses paid through FY 2016: \$296,140.20*

*Final cost of event will not exceed: \$360,884.20*

*No. of delegates whose event expenses were paid by USTDA: 14*

*No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1*

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5*

USTDA sponsored an RTM to bring 14 public sector delegates representing China's smart grid sector to the United States to familiarize them with the latest U.S. technologies and best practices in smart grid technologies.

### **2015 U.S.-India Aviation Partnership Summit**

*Dates:* November 3-5, 2015

*Location:* Bangalore, India

*Event expenses paid through FY 2016:* \$318,758.38

*Final cost of event will not exceed:* \$411,786.38

*No. of delegates whose event expenses were paid by USTDA:* 37

*No. of speakers whose event expenses were paid by USTDA:* 2

*No. of participants whose event expenses were self-funded:* 140

*No. of USTDA employees whose event expenses were paid by USTDA:* 5

*No. of contractor personnel whose event expenses were paid by USTDA:* 5

In collaboration with U.S. industry and the Government of India, USTDA hosted the 5<sup>th</sup> U.S.-India Aviation Summit. This event convened senior representatives from the public and private sectors in both countries to identify opportunities to advance the robust aviation partnership between India and the United States. The two-day Summit focused on bilateral aviation issues and provided a forum to identify U.S. solutions and products that could support the rapid growth of India's aviation sector.

### **Regional Sub-Saharan Africa Healthcare Technologies - Reverse Trade Mission**

*Dates:* November 9-20, 2015

*Location:* Arlington, VA; Minneapolis, MN; Chicago, IL

*Event expenses paid through FY 2016:* \$250,676.80

*Final cost of event will not exceed:* \$317,582.80

*No. of delegates whose event expenses were paid by USTDA:* 12

*No. of delegates who were completely self-funded:* 1

*No. of USTDA employees whose event expenses were paid by USTDA:* 1

*No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA:* 1

*No. of contractor personnel whose event expenses were paid by USTDA:* 3

USTDA hosted a delegation of senior officials from the Nigerian and Kenyan healthcare sectors for the Healthcare Technologies RTM. The RTM was designed to introduce delegates to U.S. healthcare equipment suppliers and service providers seeking to do business in Nigeria and Kenya. Strong export opportunities for U.S. companies included biotechnology, anti-cancer and cardiovascular drugs, medical equipment, disposable products, advanced medical and surgical



equipment, radiology, optical devices, software for hospital management and internal networks, and technology for non-communicable diseases.

### **U.S.-Brazil Aviation Partnership: Airport Certification Workshop**

*Dates:* December 7-11, 2015

*Location:* Dallas, TX

*Event expenses paid through FY 2016:* \$121,217.80

*Final cost of event will not exceed:* \$133,216.80

*No. of delegates whose event expenses were paid by USTDA:* 8

*No. of participants whose meal expenses were paid by USTDA:* 18

*No. of USTDA employees whose event expenses were paid by USTDA:* 2

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA:* 6

USTDA sponsored a workshop on Airport Certification and Aircraft Rescue and Firefighting (ARFF). The workshop was held in Dallas, Texas from December 7 to 11, 2015. The workshop focused on giving the Brazilian attendees insight and exposure to methods and challenges associated with the process of airport certification, in addition to highlighting the latest U.S. technology and techniques in ARFF. The workshop allowed the Brazilian attendees to compare and contrast ways of doing business, provided points of contact for U.S. industry representatives and allowed the U.S. organizations an opportunity to introduce themselves to representatives of the Brazilian aviation organizations managing the air transportation industry.

### **U.S.-ASEAN Energy Infrastructure RTM and Symposium**

*Dates:* December 6-12, 2015

*Location:* Denver, Colorado; Los Angeles, CA; San Francisco, CA

*Event expenses paid through FY 2016:* \$171,737.44

*Final cost of event will not exceed:* \$271,261.44

*No. of delegates whose event expenses were paid by USTDA:* 14

*No. of delegates who were completely self-funded:* 3

*No. of participants whose event expenses were paid by USTDA:* 43

*No. of speakers whose event expenses were paid by USTDA:* 11

*No. of participants whose event expenses were self-funded:* 64

*No. of USTDA employees whose event expenses were paid by USTDA:* 3

*No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA:* 1

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA:* 19

In collaboration with the U.S. Departments of State, Commerce, and Energy, USTDA sponsored the U.S.- Association of Southeast Asian Nations (ASEAN) Energy Infrastructure Symposium to



increase U.S. engagement in priority energy projects in ASEAN member countries. The Symposium followed a three-day RTM to Denver, CO and Los Angeles, CA. The two-day technical Symposium brought together over 100 participants, including U.S. energy sector leaders and ASEAN project sponsors. The Symposium focused on specific priority energy projects in ASEAN and highlighted the project sponsors' equipment and service needs, proposed implementation methods, project development timeframes, and financing requirements.

### **Procurement Assistance Program for the Philippines - Study Tour**

*Dates:* February 6-17, 2016

*Location:* Washington, D.C.; Boston, MA; New York, NY; Los Angeles, CA

*Event expenses paid through FY 2016:* \$279,844.80

*Final cost of event will not exceed:* \$331,156.80

*No. of delegates whose event expenses were paid by USTDA:* 20

*No. of USTDA employees whose event expenses were paid by USTDA:* 1

*No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA:* 1

*No. of contractor personnel whose event expenses were paid by USTDA:* 4

USTDA hosted a delegation of 20 high-level Philippine government officials to the United States to share best practices on innovative, value-based mechanisms that can improve public procurement outcomes. The delegation received advanced training in life cycle cost analysis, best value determinations, and risk management from experts from the George Washington University's Government Procurement Law Program. The delegates also traveled to Boston, MA; New York City, NY; and Los Angeles, CA to meet with procurement officials and to view case studies in value-based procurement.

### **India Andhra Pradesh Smart Solutions for Smart Cities Reverse Trade Mission**

*Dates:* February 22-26, 2016

*Location:* Washington, D.C.; New York, NY; San Francisco, CA

*Event expenses paid through FY 2016:* \$84,154.11

*Final cost of event will not exceed:* \$205,174.11

*No. of delegates whose event expenses were paid by USTDA:* 21

*No. of USTDA employees whose event expenses were paid by USTDA:* 3

*No. of contractor personnel whose event expenses were paid by USTDA:* 2

USTDA hosted a delegation of 21 Indian leaders for a Smart Solutions for Smart Cities RTM. The delegation sought to advance their smart cities planning by understanding U.S. best practices and technologies. Specifically, they observed how U.S. technologies and services enable urban areas to become more efficient, sustainable, and smart in their growth and modernization through the development of interconnected infrastructure, communications and data systems.

### **U.S.-Brazil Aviation Partnership: Air Traffic Modernization Workshop**

*Dates:* March 1-3, 2016

*Location:* Rio de Janeiro, Brazil

*Event expenses paid through FY 2016:* \$131,607.01

*Final cost of event will not exceed:* \$143,606.01

*No. of participants whose meal expenses were paid by USTDA:* 106

*No. of USTDA employees whose event expenses were paid by USTDA:* 3

*No. of contractor personnel whose event expenses were paid by USTDA:* 3

USTDA sponsored a workshop on Air Traffic Modernization. The workshop on Air Traffic Modernization focused on the challenges facing the air transportation industry in the areas of information technology and communications advances; and how these advances impact processes for airports and air traffic management. The workshop allowed the Brazilian delegates to compare and contrast ways of doing business, provided points of contact for U.S. industry representatives, and allowed the U.S. organizations an opportunity to introduce themselves to representatives of the Brazilian aviation organizations and governmental agencies managing the air transportation industry.

### **U.S. - South Africa Aviation Training Program**

*Dates:* March 7-18, 2016

*Location:* Johannesburg, South Africa

*Event expenses paid through FY 2016:* \$197,654.40

*Final cost of event will not exceed:* \$218,353.40

*No. of delegates whose event expenses were paid by USTDA:* 16

*No. of USTDA employees whose event expenses were paid by USTDA:* 1

*No. of contractor personnel whose event expenses were paid by USTDA:* 1

In March 2016, South Africa aviation officials convened in Johannesburg, South Africa for an intensive two-week advanced management training program conducted by the Federal Aviation Administration Academy. The program, organized by USTDA, supported the growth of safe, reliable aviation services in South Africa through the development of closer professional and commercial partnerships between the U.S. and South Africa.

### **East Africa Ports Security and Modernization Reverse Trade Mission**

*Dates:* March 13-24, 2016

*Location:* Washington, D.C.; Miami, FL; Houston, TX

*Event expenses paid through FY 2016:* \$209,484.40

*Final cost of event will not exceed:* \$301,272.40

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*No. of delegates whose event expenses were paid by USTDA: 11*

*No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 2*

*No. of contractor personnel whose event expenses were paid by USTDA: 3*

USTDA hosted a delegation of senior public and private sector officials from Kenya, Tanzania, Mozambique, and Djibouti for an East Africa Ports Security and Modernization RTM. The RTM was designed to introduce delegates to U.S. technologies, service providers, operational best practices, financing products and training resources in the areas of port development, operation and security.

### **Jordan Energy Storage Technologies Reverse Trade Mission**

*Dates: March 14-18, 2016*

*Location: Washington, D.C.; Los Angeles, CA; San Francisco, CA*

*Event expenses paid through FY 2016: \$183,164.00*

*Final cost of event will not exceed: \$210,464.00*

*No. of delegates whose event expenses were paid by USTDA: 12*

*No. of USTDA employees whose event expenses were paid by USTDA: 1*

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 6*

USTDA hosted an Energy Storage Technologies RTM for a delegation of 12 government officials and business leaders from the Jordanian energy sector. The delegation sought to upgrade its electricity distribution, transmission, and generation infrastructure through the use of energy storage solutions. The RTM showcased U.S. energy storage technology applications focused on utility scale solutions.

### **APEC Air Traffic Management and Air Traffic Control Workshop**

*Dates: March 30, 2016*

*Location: Manila, Philippines*

*Event expenses paid through FY 2016: \$99,222.27*

*Final cost of event will not exceed: \$173,504.27*

*No. of delegates whose event expenses were paid by USTDA: 6*

*No. of participants whose meal expenses were paid by USTDA: 48*

*No. of participants whose event expenses were self-funded: 14*

*No. of USTDA employees whose event expenses were paid by USTDA: 2*

*No. of contractor personnel whose event expenses were paid by USTDA: 3*

USTDA hosted a workshop to facilitate the exchange of best practices and highlight U.S. technologies for reducing aviation emissions and fuel consumption, as well as for improving the

efficiency of airline operations. The workshop connected U.S. companies to key decision makers from several Asia-Pacific Economic Cooperation (APEC) economies to discuss how advanced air traffic management (ATM) and air traffic control (ATC) solutions can support these efforts.

### **Procurement Assistance Program for Ethiopia - Study Tour**

*Dates:* April 2-14, 2016

*Location:* Washington, D.C.; Richmond, VA; Philadelphia, PA

*Event expenses paid through FY 2016:* \$186,995.40

*Final cost of event will not exceed:* \$244,548.40

*No. of delegates whose event expenses were paid by USTDA:* 14

*No. of USTDA employees whose event expenses were paid by USTDA:* 1

*No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA:* 1

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA:* 5

USTDA hosted 14 senior Ethiopian officials who traveled to the United States for a value-based procurement Study Tour held between April 2 and 14, 2016. The Study Tour allowed delegates to learn from U.S. federal, state, and local procurement experts who have successfully incorporated the concepts of best value and life cycle cost analysis (LCCA) into procurement decisions. By incorporating best-value and LCCA techniques into procurement processes, the GPI is helping to level the playing field for U.S. companies eager to expand their sales abroad.

### **Brazil Transmission Modernization Reverse Trade Mission**

*Dates:* April 11-15, 2016

*Location:* Washington, D.C.; Atlanta, GA

*Event expenses paid through FY 2016:* \$233,543.74

*Final cost of event will not exceed:* \$238,794.74

*No. of delegates whose event expenses were paid by USTDA:* 12

*No. of USTDA employees whose event expenses were paid by USTDA:* 1

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA:* 7

USTDA hosted a Transmission Modernization RTM. The delegation included 12 senior public and private sector officials from Brazil who are responsible for modernizing their electricity transmission infrastructure and wanted to better understand U.S. best practices and technologies.

### **South Africa Energy Storage Technologies Reverse Trade Mission**

*Dates:* April 18-29, 2016

*Location:* San Francisco, CA; Los Angeles, CA; Charlotte, NC; Washington, D.C.

*Event expenses paid through FY 2016:* \$178,881.10

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*Final cost of event will not exceed: \$284,500.10*

*No. of delegates whose event expenses were paid by USTDA: 15*

*No. of USTDA employees whose event expenses were paid by USTDA: 2*

*No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1*

*No. of contractor personnel whose event expenses were paid by USTDA: 3*

USTDA hosted an RTM that introduced high-level representatives from South Africa's energy sector to state-of-the-art U.S. technologies, equipment and services that can support the implementation of energy storage projects in South Africa. The RTM included a Business Briefing, participation in the Energy Storage Association's 26<sup>th</sup> Annual Conference and Expo, meetings with representatives from the U.S. energy storage industry, and site visits that demonstrated U.S. energy storage technologies and infrastructure.

### **Global Energy Storage Reverse Trade Mission**

*Dates: April 24-May 4, 2016*

*Location: Charlotte, NC; San Francisco, CA; Sacramento, CA*

*Event expenses paid through FY 2016: \$250,286.90*

*Final cost of event will not exceed: \$287,297.90*

*No. of delegates whose event expenses were paid by USTDA: 15*

*No. of delegates who were completely self-funded: 1*

*No. of participants whose meal expenses were paid by USTDA: 20*

*No. of USTDA employees whose event expenses were paid by USTDA: 4*

*No. of contractor personnel whose event expenses were paid by USTDA: 4*

USTDA hosted a delegation of senior public and private sector officials from Brazil, Colombia, India, the Philippines, Turkey, and Vietnam for a Global Energy Storage RTM. The RTM was designed to expose delegates to U.S. energy storage technologies and services that can support the implementation of energy storage projects. The delegation also attended the Energy Storage Association's 26<sup>th</sup> Annual Conference and Expo. One-on-one meetings with U.S. companies were arranged for the delegates during the Conference and Expo.

### **East Africa Airports Security and Modernization Reverse Trade Mission**

*Dates: April 24 - May 5, 2016*

*Location: Washington, D.C.; Miami, FL; Atlanta, GA*

*Event expenses paid through FY 2016: \$209,620.40*

*Final cost of event will not exceed: \$301,408.40*

*No. of delegates whose event expenses were paid by USTDA: 12*

*No. of USTDA employees whose event expenses were paid by USTDA: 1*

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*No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 2*

*No. of contractor personnel whose event expenses were paid by USTDA: 3*

USTDA hosted an RTM that sought to introduce senior East African executives and key supervisory agency officials to U.S. technologies, goods and services, and best practices in airport modernization and security. The RTM also brought U.S. and East African stakeholders together for future project collaboration and implementation.

### **U.S.-Brazil Aviation Partnership: Airport Safety Workshop**

*Dates: May 2-6, 2016*

*Location: Daytona Beach, FL*

*Event expenses paid through FY 2016: \$121,499.50*

*Final cost of event will not exceed: \$133,498.50*

*No. of delegates whose event expenses were paid by USTDA: 7*

*No. of participants whose meal expenses were paid by USTDA: 22*

*No. of USTDA employees whose event expenses were paid by USTDA: 1*

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 3*

USTDA sponsored a workshop on Airport Safety Assessments/Metroplex Operations. The workshop focused on giving the Brazilian attendees a better understanding of the possible solutions to challenges facing the air transportation industry in the areas of airport safety, safety data exchange, and the concepts and complexity of operations in an airport metroplex. The workshop allowed the Brazilian delegates to compare and contrast ways of doing business, provided points of contact for U.S. industry representatives, and allowed the U.S. organizations an opportunity to introduce themselves to representatives of the Brazilian aviation organizations and governmental agencies managing the air transportation industry.

### **Brazil Distribution Automation Reverse Trade Mission**

*Dates: May 8-13, 2016*

*Location: Washington, D.C.; Atlanta, GA; Houston, TX*

*Event expenses paid through FY 2016: \$235,630.10*

*Final cost of event will not exceed: \$240,881.10*

*No. of delegates whose event expenses were paid by USTDA: 9*

*No. of USTDA employees whose event expenses were paid by USTDA: 2*

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 7*

USTDA hosted a delegation of 9 Brazilian public and private sector officials that are responsible for modernizing their distribution network infrastructure, including metering deployments. The



visit introduced the delegates to U.S.-manufactured goods and services and best practices in the energy distribution sector.

### **China Construction & Waste Recycling Reverse Trade Mission**

*Dates:* May 15-22, 2016

*Location:* Chicago, IL; Los Angeles, CA; Seattle, WA

*Event expenses paid through FY 2016:* \$269,176.10

*Final cost of event will not exceed:* \$340,441.10

*No. of delegates whose event expenses were paid by USTDA:* 26

*No. of USTDA employees whose event expenses were paid by USTDA:* 2

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA:* 5

USTDA hosted a delegation of representatives from Chinese companies interested in procuring cutting-edge construction equipment and waste recycling technologies from the U.S. for airport construction projects in China. The purpose of the RTM was to introduce Chinese decision-makers to U.S. best practices and technologies in construction innovations and recycled materials used for building airports, such as IT solutions and engineering services.

### **U.S.-Brazil Aviation Partnership: Airport Security Workshop**

*Dates:* May 16-20, 2016

*Location:* Washington, D.C.

*Event expenses paid through FY 2016:* \$120,430.90

*Final cost of event will not exceed:* \$132,429.90

*No. of delegates whose event expenses were paid by USTDA:* 10

*No. of participants whose meal expenses were paid by USTDA:* 28

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA:* 5

USTDA sponsored a workshop on Airport Security. The workshop focused on the challenges facing the air transportation industry in the area of airport security and associated U.S. technologies, goods and services to meet increasing security demands.

### **Energy Technologies for Caribbean and Central American Water Utilities Reverse Trade Mission**

*Dates:* June 6-10, 2016

*Location:* Washington, D.C.; Baltimore, MD; Atlantic City, NJ

*Event expenses paid through FY 2016:* \$242,103.30

*Final cost of event will not exceed:* \$283,201.30

*No. of delegates whose event expenses were paid by USTDA:* 14



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*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 7*

USTDA hosted a delegation of water and wastewater utility representatives from across the region to expose the delegates to U.S. engineering and consulting firms. The agenda for this RTM was designed to introduce innovative U.S. approaches and technologies for water and wastewater utility management.

### **2016 U.S.-China Aviation Symposium**

*Dates: June 19-21, 2016*

*Location: Washington, D.C.*

*Event expenses paid through FY 2016: \$386,071.26*

*Final cost of event will not exceed: \$482,920.26*

*No. of participants whose event expenses were paid by USTDA: 69*

*No. of speakers whose event expenses were paid by USTDA: 2*

*No. of participants whose meal expenses were paid by USTDA: 241*

*No. of USTDA employees whose event expenses were paid by USTDA: 1*

*No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 2*

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 11*

USTDA hosted the 2016 U.S.-China Aviation Summit in Washington, D.C. The Summit provided an opportunity for U.S. industry to engage China's senior aviation leaders in substantive discussions on aviation policies, technologies, and best practices. Key goals of this event included: identifying commercial opportunities for U.S. businesses and introducing U.S. technologies and best practices to leaders of China's growing aviation sector.

### **Asia-Pacific Flight Standards Reverse Trade Mission**

*Dates: July 18-22, 2016*

*Location: Washington, D.C.*

*Event expenses paid through FY 2016: \$127,863.20*

*Final cost of event will not exceed: \$238,972.20*

*No. of delegates whose event expenses were paid by USTDA: 15*

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 6*

The Asia-Pacific Flight Standards RTM provided an opportunity for 15 delegates from the Asia-Pacific region to travel to the U.S. to learn about U.S. technology solutions and regulatory best practices to improve civil aviation safety and security oversight in their respective countries.

### **China Live Power Line Maintenance Reverse Trade Mission**

*Dates:* July 31 - August 11, 2016

*Location:* Trenton, GA; Minneapolis, MN; Watertown, SD; Redmond, WA

*Event expenses paid through FY 2016:* \$267,533.00

*Final cost of event will not exceed:* \$330,581.00

*No. of delegates whose event expenses were paid by USTDA:* 15

*No. of USTDA employees whose event expenses were paid by USTDA:* 1

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA:* 4

USTDA hosted an RTM on Power Line Maintenance that connected U.S. industry with commercial opportunities in China. The itinerary included meetings between delegates and U.S. suppliers of power line maintenance equipment, and also included a training program on the safe maintenance of live power transmission lines. The purpose of the RTM was to introduce the latest U.S. equipment and solutions and provide training on safety maintenance of live power transmission lines.

### **China Healthcare Executive Leadership Training Program - Study Tour**

*Dates:* August 5-21, 2016

*Location:* Washington, D.C.; New York, NY

*Event expenses paid through FY 2016:* \$244,047.60

*Final cost of event will not exceed:* \$378,145.60

*No. of delegates whose event expenses were paid by USTDA:* 18

*No. of USTDA employees whose event expenses were paid by USTDA:* 1

*No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA:* 1

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA:* 5

USTDA hosted the China Healthcare Leadership Training Program Study Tour for a delegation of 18 officials from China's Ministry of Health (MOH). This training program familiarized delegates with U.S. policies and technologies, standards, and industry best practices to meet China's modernization goals in the fields of healthcare and hospital administration.

### **Procurement Assistance Program for Mexico - Workshop**

*Dates:* September 7-9, 2016

*Location:* Mexico City, Mexico

*Event expenses paid through FY 2016:* \$75,798.00

*Final cost of event will not exceed:* \$248,830.00

*No. of participants whose event expenses were paid by USTDA:* 65

## USTDA-Sponsored Events and Conferences Report

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*No. of speakers whose event expenses were paid by USTDA: 3*

*No. of USTDA employees whose event expenses were paid by USTDA: 5*

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 5*

USTDA hosted a workshop in Mexico City from September 7-9 for procurement officials from several Mexican ministries. The training shared international best practices for incorporating best value and life cycle cost analysis into public procurements fairly and transparently. It included sessions taught by the George Washington University Law School's Government Procurement Law Program and a technical specialist in energy procurements in an effort to strengthen procurement practices and level the playing field.

### **China Food and Drug Administration (CFDA) Study Tour**

*Dates: September 11-25, 2016*

*Location: New Haven, CT; Washington, D.C.*

*Event expenses paid through FY 2016: \$266,144.50*

*Final cost of event will not exceed: \$376,052.50*

*No. of delegates whose event expenses were paid by USTDA: 20*

*No. of USTDA employees whose event expenses were paid by USTDA: 1*

*No. of non-USTDA U.S. government employees whose event expenses were paid by USTDA: 1*

*No. of contractor personnel (including interpreters) whose event expenses were paid by USTDA: 6*

USTDA hosted a Study Tour for 20 delegates that provided an opportunity for Chinese CFDA officials to learn U.S. Food and Drug Administration's (U.S. FDA) processes and perspectives from scientists and clinicians focusing on pharmaceutical, biotech, and medical technology topics.

### **South Africa Gas-to-Power Reverse Trade Mission**

*Dates: September 12-16, 2016*

*Location: Houston, TX; Washington, D.C.*

*Event expenses paid through FY 2016: \$230,339.50*

*Final cost of event will not exceed: \$277,869.50*

*No. of delegates whose event expenses were paid by USTDA: 17*

*No. of delegates whose event expenses were self-funded: 1*

*No. of USTDA employees whose event expenses were paid by USTDA: 2*

*No. of contractor personnel whose event expenses were paid by USTDA: 5*

USTDA hosted an RTM to introduce representatives from South Africa's natural gas sector to state-of-the-art U.S. technologies, equipment and services that can support the implementation of gas-to-power projects in South Africa. The RTM included meetings with public and private sector representatives from the U.S. natural gas industry and site visits that demonstrated U.S. gas-to-power technologies and infrastructure.